

Foundations of Montana State Government Contracting

*Professional Development Training from
State of Montana IT PMO and ESI International*



This course covers contract management at both the state and local government levels, including both the buyer's and seller's perspectives, as well as all phases of contracting, from requirements development to closeout. The course highlights specific State of Montana examples, including; key roles and responsibilities of contract management to give participants greater influence over how work is performed. Attendees will learn the principles of U.S. contract law and become familiar with the 2000 Model Procurement Code for State and Local Governments, developed by the American Bar Association as guidance for state and local governments in establishing effective procurement systems.

During this class, participants will be shown how to select an adequate contracting method and contract pricing arrangement. Participants receive guidance on ensuring that contractors/subcontractors perform as required under the contract.

The course also addresses effective contract negotiation and administration principles and techniques that can ensure contract management success, speed performance, and reduce risks and costs along the way. Lectures are combined with case studies, exercises and negotiation role-playing to maximize the learning experience.

This exciting and interactive course culminates with a realistic exercise in which participants apply the contracting skills they have learned. Don't miss this engaging opportunity!

Learn How To:

- Define a contract
- Describe both the buyer's and seller's perspectives of contract management
- Protect your organization's technical, financial and legal concerns
- Use the contracting process to add value, increase profitability and improve customer satisfaction

Course Details:

Location: Mitchell Building, Room 13B
125 N. Roberts
Date: August 9-11, 2010
Time: 8:30 am – 5:00 pm
Length: 3 days
PDUs: 23.0

Government Tuition: \$1,100
Commercial Tuition: \$1,500

To register for this class and for more information, please visit <http://pmo.mt.gov/Training>, or contact Scott Morris at (916) 419-3236 or Tammy Stuart with the IT PMO at (406) 444-2471.

